HUBZone / WOSB Outreach Event

Maria L. Kersey
Director, Office of Small Business Programs

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(U) DIA Office of Small Business Programs Overview

Mission: Provide Small Businesses maximum practicable opportunities to participate in the contracting process both at the prime and subcontracting level.

FY 2014 Goals: Public Law 95-507 required Federal agencies to establish

small business goals. The goals and achievements are reported to Congress.

	FY13 Goal	Accomplished	FY14 Goal	FY14 Achievement to date
Small Business	24.0%	31.2%	26.0%	30.7%
SDB	5.5%	8.3%	5.0%	8.0%
WOSB	6.0%	6.0%	5.0%	6.0%
SDVOSB	5.0%	12.3%	3.0%	11.6%
HUBZone	1.0%	.2%	3.0%	.3%

(U) Mentor Protégé Program

48 CFR Chapter 2 implements the Pilot Mentor-Protégé Program established under Section 831 of Pub. L. 101-510, the National Defense Authorization Act for Fiscal Year 1991 (10 U.S.C. 2302 note). The purpose of the Program is to –

(1) Provide incentives to major DoD contractors, performing under at least one active approved subcontracting plan negotiated with DoD or another Federal agency, to assist protégé firms in enhancing their capabilities to satisfy DoD and other contract and subcontract requirements;

(2) Increase the overall participation of protégé firms as subcontractors and suppliers under DoD contracts, other Federal agency contracts, and commercial contracts; and

(3) Foster the establishment of long-term business relationships between protégé firms and such contractors.

(U) Mentor Protégé Program Cont'd

A *Protégé firm must be* either a:

- Small Disadvantaged Business (SDB),
- Qualifying organization employing the severely disabled,
- Women-owned small business (WOSB),
- Service-disabled Veteran-owned small business (SDVOSB),
- Historically Underutilized Business Zone (HUBZone).

Protégé certifications:

- For SDB - Review the DoD MPP webpage for the policy memo for certification
- WOSB - Self-certification is sufficient
- Organization employing severely disabled. Must comply with Section 8046A PL 102-172
- SDVOSB - As defined in Section 8(d)(3) of the Small Business Act (15 U.S.C. 637(d)(3))
- HUBZone - As determined by the SBA in accordance with 13 CFR part 126.

(U) Mentor Protégé Program Cont'd

Mentors and Protégés are solely responsible for finding their counterpart. Legislatively, DoD or DIA OSBP participation in the teaming of partnering Mentors and Protégés is prohibited. Therefore, we strongly encourage firms to explore existing business relationships in an effort to establish a Mentor-Protégé relationship.

Mentor Protégé Program Cont'd

How DoD measures overall success of the MPP Agreement?

The extent in which:

(1) **An increase in the dollar value of contract and subcontract awards to protégé firms** (under DoD contracts, contracts awarded by other Federal agencies, and commercial contracts) from the date of their entry into the Program until 2 years after the conclusion of the agreement;

(2) **An increase in the number and dollar value of subcontracts awarded to a protégé firm** (or former protégé firm) **by its mentor firm** (or former mentor firm); and

(3) **An increase in the employment level of protégé firms** from the date of entry into the Program until 2 years after the completion of the agreement.

Mentor Protégé Program Cont'd

Three Type of Agreements

- **Direct Reimbursed Agreements** are those in which the Mentor receives reimbursement for allowable costs of developmental assistance provided to the Protégé. These Agreements are approved by OSBP, DCMA, and DIA OSBP as outlined in DFARS Appendix I.
- **Credit Agreements** are those in which the Mentor receives a multiple of credit toward their SDB subcontracting goal based on the cost of developmental assistance provided to the Protégé. Credit agreements are reviewed by DoD, DIA and are currently approved by the DCMA. * Credit agreements are administered by DCMA not DIA

DIA Mentor Protégé Program Cont'd

- **Hybrid Agreement:** Combination of a reimbursable and credit agreement. DCMA will administer credit portion of agreement, DIA will be responsible for the reimbursable portion of agreement.

- Agreements can be 1-3 years in length
- Quarterly PRMs are conducted
- Semi-annual Protégé Check-up (DIA and Protégé only)
- Semi-annual reports, annual DCMA performance reviews, and Protégé 2-year out reports are required for each DoD MPP Agreement.
- DCMA annual performance reviews shall be a major factor in determining the amount of reimbursement the Mentor firm is eligible to receive in the remaining years of direct reimbursed Agreement participation.

(U) DIA Mentor Protégé Program (Cont'd)

- **DIA MPP Core Areas:**
  - Analysis (HUMINT/CI)
  - Information Technology (Cyber / Information Assurance)
  - Languages
  - Measurement and Signature Intelligence (MASINT)
  - Modeling and Simulation
  - Science and Technology

- **MPP Executive Summary (ES) Acceptance - 1st Qtr FY15**
  - DIA MPP ES Open-Session notification to industry via FBO
    - Credit/Hybrid type agreements will be given first consideration
    - Submission is not a guarantee of acceptance
    - DIA will issue selection/non-selection letter

Current DIA MPP Participants

- Mentors :
  - BAE Systems
  - Booz Allen Hamilton
  - GRS
  - IBM Corp
  - PSI
  - Skyline Unlimited
  - TASC Corp

NOTE: Potential “Protégés "are not limited to the above Mentor firms.

- Protégés:
  - Allegheny S & T
  - Cognitive Professional Svs
  - Convergent Solutions
  - Core Mission Solutions
  - FavorTech
  - FWG Solutions
  - Integra
  - Mainstreet Technologies
  - MASY Group
  - Radius Technology
  - XCorp

DIA Mentor Protégé Program

All inquires regarding the DIA MPP, please contact:

Ms. Sophia Magloire

Phone: (202) 231-8458

Email: sophia.magloire@dodiis.mil

DIA will be happy to add potential mentors and protégés to our MPP “Potential Participants” mailing list. You will receive invites to upcoming MPP events and training sessions, which provide excellent training and networking opportunities.

(U) Doing Business w/DIA Q&A

- Contracting beyond FBO and GSA
  - NASA SEWP, other available DoD or IC Contract Vehicles
  - Contact 8(a)'s direct for limited competitions/oral presentations
- DoD vs. Commercial "Civilian" Procurement
  - The Three R's (Rules, Regulations, and Risk)
- Process behind a Small Business Set Aside
  - $ value, size, scope, complexity, location
  - RFI/Source Sought Issuance and Responses
- Priming without DIA Prime Experience
  - Security, Relevant Past Performance ($ value, scope, size, complexity)
- Meeting w Program Offices and Contracting Officer's
  - Very limited…if at all
- Enforcing Subcontracting

(U) Doing Business w/DIA Q&A

- What is being done internally to meet HUBZone goals, and how can industry help?
- How can Industry help DIA-OSBP
- Can DIA provide a list of large businesses who are NOT meeting their subcontracting goals?
- HUBZone and WOSB Program Way Ahead

(U) Innovation at DIA

Needipedia

- On 27 Nov 2013, DIA released a Broad Agency Announcement (BAA) to solicit innovative whitepapers on a broad variety of mission areas. It will promote maximum engagement opportunities with any interested and qualified sources (http://www.dia.mil/innovation/needipedia/).

Open Innovation Gateway

- The OIG is a low barrier to entry virtual environment with a core that resembles the mission architecture (IC ITE) and capabilities with high fidelity - streamlining the transition of promising technologies, methods, and tradecraft. It will enable the innovator to develop capabilities from their own lab and showcase them in a mission relevant environment without compromising intellectual property (http://www.dia.mil/innovation/)

(U) DIA-OSBP Way Ahead

- Forecasting
- Set Asides
- Subcontracting
- DIA Senior Executive and Acquisition Corp Training
- Implementation of “Actions to Improve DoD Competition” (OUSD/ATL Memo issued 21 Aug 2014)
- OSBP Strategic Plan, SOP’s, Communication’s with DIA Enterprise and Industry

Questions?

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